

057-43-750-22



**U.S. Department of
Transportation**

Office of the Secretary
of Transportation

Memorandum

Subject: Communication with British Airways
on its ANPRM comments

Date

SEP 30 1991

From: M. Dennis Marvich, **Economist**
Office of International
Transportation and Trade

Reply to
Attn of.

To: Docket 47383

On Tuesday, July 30, 1991, I spoke with Don H. Hainbach, Attorney for British Airways. Mr. Hainbach was responding to a request that I had made of him a day earlier for clarification and/or additional information on three points in or related to the ANPRM comments of British Airways.

My questions and his answers are summarized below:

Question 1: According to ANPRM comments received in this docket, travel agents handle about 75 percent of international reservations in the United States. Do travel agents handle about the same percentage of British Airways reservations?

Answer 1: The industry average of about 75 percent of reservations being booked by travel agents holds for British Airways.

Question 2: British Airways, in its **ANPRM** comments, gives a figure of **\$500,000.00** as the cost of additional reservations and check-in personnel that would be needed to implement a passenger manifest requirement. About what percentage of the **\$500,000.00** would apply to each type of personnel?

Answer 2: The **\$500,000.00** would be split about 70 percent for additional check-in personnel and about 30 percent for additional reservations personnel.

Question 3: British Airways used two scenarios in its ANPRM comments regarding the proportion of passengers who could be expected to not give passenger manifest information at the time that they make their reservation, and who would thus have to provide this information at the time of check-in. In one

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scenario, one-half of all British Airways passengers on a 360-person typical planeload of passengers would show up at check-in without having previously given passenger manifest information; in the other, all passengers would show up at **check-**in without having previously given passenger manifest information. Is there a sense at British Airways about which scenario is more likely?

Answer 3: A lot of precision is not possible on this point at this preliminary stage, but British Airways anticipates that during heavy travel periods of the year, more than one-half of all passengers will show up at check-in without having previously provided passenger manifest information. During light travel periods, somewhat less than this number could be expected to arrive at check-in without having previously provided passenger manifest information. That is, over the course of a year, the proportion of passengers who would arrive at check-in without having previously provided passenger manifest information would range between one-half and more than one-half of all passengers.